

VENDOR QUESTIONS FOR BID 10-x2216293, COLOR AND B/W COPIERS  
(Agency's responses in red)

Line item 9 on color copier: our machines do single pass duplexing which is faster than auto reversing because it scans in one single pass instead of two so our specs exceed the specs

This is what our bid specs ask for to meet our agencies needs.

Line item 11 on color copier: if it's below 170lb index is that fine since it says up to

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Line item 12 on color copier: not all copier manufacturers have the capabilities of internal heating/dehumidifying which is a Konica Minolta specific item

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Line item 14 on color copier: not all copier manufacturers have the exact capabilities of these folds and will all these folds be utilized if not which folds will be utilized

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Line item 17 on color copier: does it have to be inline or could it be offline which is better production wise and is this something that the agency actually uses currently and does it have to be glue binding or could it be coil or wire binding which is a lot better than glue because the glue tends to allow documents to fall out

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Line item 19 on color copier: does it have to be those exact specs because we exceed those specs that are required which is better for the department

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Line item 1 on black and white machines: the industry standard for copier speeds in this range is 35ppm not 36ppm which is a Konica Minolta spec is 35 ppm fine

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Line item 5 on black and white machine: our equipment exceeds the spec of 80 sheet document feeder which is 100 sheets is this ok

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Line item 8 on black and white machines: industry standard is 100 sheet bypass it states 150 which there again is a Konica Minolta specific item

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Line item 10 on black and white machines: states mail bin kit which is Konica Minolta specific the updated industry standard is digital mail bins is this ok

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The ship-to address is the same for all machines is all the equipment really going into one building or was that just to make things a little simpler?

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Perfect Binding: Does the perfect binder have to be on the machines or can it be off-line meaning not attached to the copier? The reason I ask is because it would be a drastic difference in price to be able to do it online for the machine.

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Also is there a reason you're asking for 36ppm copiers? Can we quote 35ppm because we will have to go up to 45ppm which would be a big price difference in the two and 35ppm is the industry standard?

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What copy/print volumes is each of these bid items being evaluated on? I do not see a quantity of copy/prints for the per copy/print cost to be calculated and evaluated by. I would think that at least 50,000 per month for black and 50,000 per month for color on the Full Color machine and at least 15,000 per month on the Black and White machines. The maintenance cost of a machine when studied over a period of time usually exceeds the cost of the equipment itself, especially when evaluated over a 60 month period. That is why it is extremely important that the service/maintenance cost be evaluated thoroughly based on expected and anticipated copy/print volumes and future increases.

**The evaluation will be made on the vendor meeting the specification of our department's needs all units in this bid are designed to do a certain amount of impressions a month and we have asked for the volumes to be bid at a cost per copy so that we will not accrue any overages.**

#### **Black & White Specifications Questions:**

Where did 36 cpm/ppm come from? The industry machine speed for this segment of machine is 35 cpm/ppm. Can this be changed to 35 cpm/ppm to match the industry? Otherwise it forces other manufactures to go to a 40 or 45 cpm/ppm machine when the 35 cpm/ppm speed would do just as well I'm sure.

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Item 7 of the bid specs requires a minimum of two 500 sheet universal paper trays. But item 9 requires a minimum of 3,650 sheet with options from 5 paper sources. Does the Dept of Agriculture want all these paper options included in the base bid configuration of the Black and White machines? The words "options of 5 paper sources" is a bit confusing to me.

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Item 10, page 3 is also confusing. The spec calls for a standard finisher with 50 sheet stapling but then in the next sentence states "Optional Saddle Stitch Finisher and Mailbin kit ect". Which is it, the standard finisher or the saddle stitch finisher? I am assuming they want the standard finisher but the bid is not clear. Items that they are not desired in the base awarded bid item nor requested a price for in the bid should not be part of the mandatory bid specifications – do you think? If they are not wanting pricing on Saddle Stitch and the price of it is not being evaluated then I ask why is it still included in the specifications. Especially since that don't even want a price for the item.

**This is what our bid specs ask for to meet our agencies needs. Please list saddle stitch and mailbin as options.**

We are a authorized dealer for Konica Minolta Multifunctional Products and I have a few questions concerning the bid or "Color & B/W Multifunctional Copiers" that is on bid number 10-R-2216293. In reviewing the specifications for the Color Production Print system it seems the specifications are based upon the Konica Minolta bizhub PRO C6501 or OCE CS665PRO. Konica Minolta is the manufacturer of this unit but it is also sold by OCE with the same options available on either model.



I have the following questions:

1. On page 2 of the production print specifications it is referencing four different finisher options. On number 14 it is the FS-503 folding unit, number 116 is the :S-505 Large Capacity Stacker, number 15 is the SD-506 Booklet Maker and number 17 is the PB-502 Perfect Binder. On either the bizhub PRO C6501 or the OCE CS665PRO the maximum number of finisher options that can be online is three. To clarify what I am saying is if the bid is based on the bizhub PRO C6501 or the OCE CS665PRO one of these four finisher options would need to be removed from the specifications since it is not possible to have the unit configured with four finishers (Since the maximum number of finisher options that can be online is three). Is it possible to get clarification on what finishers you are seeking?

We are asking for bids on the bizhub 6501, we want the base product with document feeder and paper trays, and all of the options broken out so that we can pick and choose what is best for our agency".

2. On the Konica Minolta C6501 or OCE CS665PRO to use any of these finishers the RU-504 Relay Unit is required but I am not finding it in the specifications listed. Was this an oversight or is it listed on the specifications? I have attached the C6501 specification sheet that shows the relay unit, perfect binder, booklet maker and folding unit attached to the unit so you can see where the relay unit is installed.

Please list as option.

3. On the Fiery option listed on item 19 it is referencing many Fiery software programs that are seldom used or sold. Are you wanting the EFI Impose V2.7, EFI Compose V2.0, Secure Erase, Graphics Arts Package Premium and the EFI Spectrophotometer to be included in the base bid price per month or listed as options? The reason I bring this up is that the EFI Impose and EFI Compose are programs that we have found that are not widely needed or used by end users but they are pretty expensive.

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I am in need of the exact configuration of the HP Color 6500 printer on bid requests number G27-003127 for the Department of Agriculture. What configuration are they looking to start with or should the unit have all the capabilities listed in the bid quoted in the price.

We are not asking for a HP 6500 printer, we are asking for bids on the bizhub 6501, we want the base product with document feeder and paper trays, and all of the options broken out so that we can pick and choose what is best for our agency".